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ABSTRACT

Intended for the average American beset by rising costs, this handbook/manual/guide to proposal writing for grants is designed to help individuals and groups develop a game plan to get a grant to finance a wide array of ideas and projects. The guide takes the individual step-by-step through each stage of the fund-raising process, so that even the first-time grant seeker can successfully win a grant. The guide offers complete details on: shaping an idea to attract funding; preparing a funding campaign--from research and organization to budgeting and marketing; finding the right resource--building a prospect list, using basic references, and keeping data sheets; writing the proposal; and following up on responses--"what to do if a grant is received" and "what steps to take when a request is turned down." Chapters include: (1) "It Starts with an Idea"; (2) "Preparing Your Funding Campaign"; (3) "Finding the Right Funder"; (4) "You Don't Have to Go It Alone: Working with a Sponsor"; (5) "The Foundations"; (6) "Corporate Funders"; (7) "Government Funders"; (8) "Individual Donors"; (9) "The Proposal"; and (10) "The Follow-Up." An appendix lists books and resources for funding. (NKA)

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